

The Times-Dispatch INDUSTRIAL SECTION

THE TIMES FOUNDED 1886.
THE DISPATCH FOUNDED 1860.

WHOLE NUMBER 17,544.

RICHMOND, VA., SUNDAY, APRIL 28, 1907.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

All Transactions of Past Week Were on Small Order

AGGREGATE SALES WERE BIG ENOUGH

Suburban Property More in Demand—Richmond Slow to Learn Its Value, but Having Learned, People Are Eager to Invest.

There is no denying the fact that the past week has been very dull with the real estate dealers. The agents, to quote one of them, "have hardly made a sale." That means, if it means anything at all, that the agents have not been able to close any of the big deals they have had "on the string" for these many days. It is a big deal that makes salt for the real estate agent, and when he gets in the habit of making large transactions that count up a great pile of commissions in a lump he gets in the way of handling small transactions, such sales as thousand-dollar lots or two and three-thousand-dollar houses.

For this reason when a week's business is confined to the transactions of the smaller kind, no matter how immense may be the aggregate, the well-trained real estate man calls it small business or no business at all.

Many Small Sales.
The fact is that something like \$125,000 worth of real estate has changed hands during the week just closed, but it was all done in small transactions that the agents think are not worth noting.

This simply means that small homes and small, or, more accurately speaking, cheap lots are much more in demand than the handsome homes and the fancy priced lots.

The auction sales that were announced for the week were fairly well attended when the weather permitted, but somehow the bidding was not altogether as spirited as the sellers desired, and most of the property put under the hammer was taken out again.

Object of Auction Sales.
But that does not mean anything in particular. An announced auction is not always intended to effect a sale. Sometimes it is merely a ploy, intended only to give the seller an idea of who wants to buy the particular property advertised for sale, in order that he may be in a better position to negotiate with the prospective buyer, or a pretense, at an auction sale very often ends in a splendid private transaction that the public knows not of. At least three auction sales that were announced for the past week were merely "feeling" of the kind indicated. They resulted in private sales, and the most interested are keeping the details very private.

Real estate agents are always strictly business, and no class of men in Richmond or elsewhere know better how to talk when talking pays, or how to keep quiet when in their opinion talking does not pay. When one makes a big sale for industrial purposes or otherwise, he is not slow to tell the newspaper man about it, that all the world may know of the great things he has accomplished; but when his week's transactions are on the small order, as last week, he is the most discreet man and the mummer kind of a man to be found in a month's travel.

Nothing Great Was Doing.
Every agency in the city interviewed yesterday shook its head, and said, "Nothing doing." That simply meant that nothing very large was doing. Not a mother's son of a cheater stopped to figure up the small transactions, and show that an aggregate of small business is sometimes larger than one or two good-sized transactions.

But all the same, Richmond people are investing their surplus cash in real estate, and holding the same as a better investment than stocks and bonds. Many such investments have been made during the past week, but no amount of pumping and interviewing can get the principals and agents to tell about these deals until all the papers have been passed. Among such investment deals of the past week was the purchase of West Broad Street property known as 808 and 810 by Messrs. Isaac and Moses Thalheimer. The purchase was made of Messrs. C. L. & H. L. DeLeon on private terms, and it is said that the Messrs. Thalheimer will greatly improve the property and hold it as a permanent dividend-producing investment.

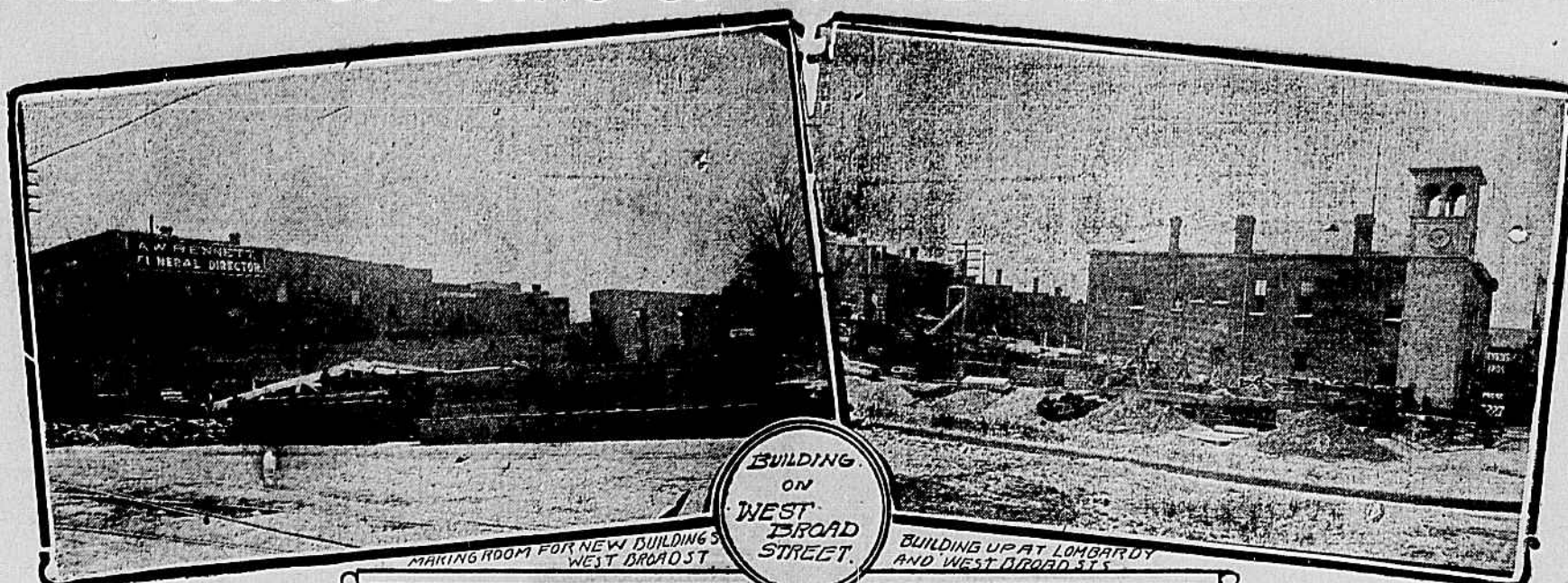
Ginter Park.
The suburbs report active business and increased inquiry for homes or ground on which to build homes beyond the city hall air.
It must be said that Richmond has been backward in recognizing the great advantages of the beautiful country lying to the north of the city gates as a place of residence, but at last a steady stream is flowing that way, and building homes in and about Ginter Park, Barton Heights and Chestnut Hill. In all of these places are found practically all the advantages of city life, combined with the inestimable benefits of the country.

Ginter Park is especially well adapted to the needs of the discriminating home-seeker. This property lies well, is beautifully developed, having a complete sewerage system, fine water service, wide macadamized avenues, thousands of shade trees, miles of beautiful hedgerows, excellent trolley service for one fare, churches and schools convenient, and it is being built up with exceptionally good residences. It is to-day one of the social centers of our city.

The Union Theological Seminary, with its athletic field, the Deep Run Hunt Club, Lakeside Park and the Lakeside Country Club, all located in this vicinity, appeal strongly to the lover of the country and to the younger social set. The future awaits the full development of this section, and now is the time to buy.

Mr. Harry D. Bichelberger has just

BUILDINGS GOING UP ON WEST BROAD STREET



GREAT HEIGHT OF SKYSCRAPER RAGE

Record Established in Completion of Thirty-five Story Building in New York.

RACE OF THE TOPLOFTICALS
Trinity Annex and Realty Building Ready for Tenants in Seven Months.

NEW YORK, April 27.—From all accounts, Richmond is catching the skyscraper fever. It is to be presumed, therefore, that the story of New York's latest toploftical achievement will interest readers of The Times-Dispatch.

When the Trinity Annex and Realty Building is opened, May 1st, a stupendous example of skyscraper construction will be brought to a close. From the time the first steel columns were set, September 15th last, to the day when the builders turned over the finished structure to the owners, is only seven months. In that period 5,000 tons of steel from Pittsburgh, 1,000,000 bricks from New Jersey and Albany, 1,000,000 square feet of hollow tile from Marlton, 300,000 cubic feet of stone from the quarries of New England, have been assembled and set in place in the two twenty-story skyscrapers on the corner of Thames Street and Broadway.

From the day the foundations were begun all records in building construction went by the board. June 20, 1906, air was let into the first caisson. Sixty days later 87 caissons had been sunk to an average depth of 35 feet. As many as 14 caissons were under pressure at one time, and 15 were sunk in thirty days, at a maximum rate of two feet an hour—the greatest speed ever known in such work.

Meanwhile the superintendent in charge of the construction work had inspectors stationed at the mills, shops and quarries, and with the contractors by whom the various materials were to be supplied daily reports were made to him of the materials completed and under way at different points. Everything was timed to arrive a day or two before it was actually needed, as there was no storage facility and work had to progress on all floors simultaneously as fast as they were erected. At one time, when the weather was particularly bad, trucks were sent out which towed the sailing vessels loaded with the cut stone all the way from Boston to New York.

September 15th everything was ready and the steel work was begun on the Trinity Annex, and November 1st on the Realty Building.
Ten weeks later, Superintendent Ganson's log-book, in which a daily report of each day's work was kept, read as follows: "Trinity Annex. Derricks on nineteenth floor; roof beams on twenty-first floor; low tie arches complete to fourteenth floor; limestone men at eighth floor; window frames in on seventh floor; plumbers on seventeenth floor; steam fitters at ninth floor, and setting up boiler basement."
December 22d, thirteen weeks after the work was started, steel workers were setting steel on the roof of the Trinity Annex and erecting the tower. At this time the steel frame of the Realty Building was up to the fifteenth floor, the arches were laid to the ninth floor and the stoneworkers were on the third floor. Taking the two buildings together, thirty-five stories had been erected in ninety-five days.

February 1st, the steel work was finished on the Realty Building and the derrick was sent away. The stoneworkers were then at the twentieth floor, and the floor arches were finished two days later. The work on the hollow tile floors was particularly rapid. It was begun November 1st by an average force of fifty men, each of whom laid 400, or a total of 20,000 square feet of tile a day, and the work was completed February 25d.

Six months after the Trinity Annex was begun the American Locomotive Company was transacting business in its new offices on the sixteenth floor. To-day both structures are practically complete.

To accomplish this feat every expedient for saving time was adopted. In some cases steel beams and bricks were hoisted from the delivery trucks direct to the required positions.

About 2,000 men were at work on the buildings at the same time. It is estimated that the rapid progress made has effected a saving of \$500,000.



MAKING OUR OWN HIGH CLASS WINES

France No Longer Furnishes This Country with All Its Sparkling Champagne.

SOUTH COULD IF SHE WOULD

WASHINGTON, D. C., April 27.—The falling off in importations of champagne into the United States, recently noted by the Bureau of Statistics of the Department of Commerce and Labor, appears to be due, in part at least, to the fact that more than two million bottles of genuine "champagne" wine are now annually produced in the United States. The importations of champagne in the calendar year 1906 fell \$1,444,444 below the imports of 1905, while for the nine months ending with March, 1907, the falling off was \$1,512,222 compared with the corresponding months of the preceding year. The single month of March, 1907, showed a decrease of 31,929 quarts compared with March, 1906.

While a comparison of these figures of the recent imports of champagne with those of 1905 only is of itself somewhat misleading, owing to the fact that 1905 showed an abnormally large importation of champagne, a study of the general figures of importation shows clearly that the importations of champagne are not keeping pace with the imports of other classes of merchandise, nor are they in proportion to the growth of population or of other conditions which might be expected to lead to large importations of this article usually classed with luxuries. A comparison of the figures of 1906 with those of several years earlier shows that the champagne importations of 1906 were but 27 percent greater than those of the year 1900, while the importation of all articles classed as luxuries in 1906 was practically 55 percent greater than that of 1900, and of general merchandise an increase of 60 per cent, indicating that importation of champagne has not kept pace with that of other luxuries or the great group of articles forming the total imports into the United States in the period from 1900 to 1906.

Home Product Wins.

This falling off in the importation of champagne, which was referred to in a statement prepared by the Bureau of Statistics some weeks ago, has led to a considerable correspondence between the Bureau and a large number of persons engaged in the importation and sale of foreign champagne, or in the production and sale of American wine of this character. This correspondence seems to clearly indicate that the manufacture of genuine "champagne" wine in the United States has quadrupled in the last decade, that the products now exceed 2,000,000 bottles per annum, including in this class only the wine fermented in the bottle and not that charged with carbonic acid gas by artificial methods, and that this increase in home production is the principal cause of the slow growth in importation. The class of wine ordinarily designated as "champagne," which obtains its name from the fact that it is chiefly produced in that section of France formerly known as the Province of Champagne, has, as one of its special characteristics, the fact that its fermentation in the bottle in which it

(Continued on Second Page.)

THE PROBLEM IS TRANSPORTATION

Inadequate Service, Say Bankers and Business Men, Check to South's Progress.

RAILWAY'S SIDE OF QUESTION

A staff correspondent of The Wall Street Journal, who recently traveled extensively in the States east of the Mississippi and south of the Ohio River, found in that territory a very general impression that the transportation service was the chief point of weakness in the industrial structure of the South. Whether right or wrong, the opinion of the majority of the bankers and business men of large affairs who were interviewed was that the inadequate service of the railroads was a check upon that section's progress.

In order to test the correctness of this view, the presidents of the leading Southern railroads were asked by the Journal to answer a series of specific questions as to how freely traffic was at present moving on their lines, what preparations are under way or planned to relieve and prevent congestion of traffic, and what the chief difficulties were with which the railroads were contending in their efforts to serve the shippers. Most of the replies were marked, "not for publication," but were striking in the frankness with which they discussed conditions and the evidently sincere concern of the writers for the welfare of those dependent upon their roads.

Three-fourths of the officers who replied admitted that there had frequently been such a state of congestion as to check industry, or at least that the transportation service was not adequate to the needs of traffic. One replied that upon his road there had been less congestion this winter than at any time in the past, and another said that on his line business was moving promptly. One went to far as to say that the inadequacy of the service was a condition which had existed for a very long time, and seemed to be permanent. He assigned as the chief reason in respect to his own road inability to get his cars back from connections.

New Equipment.

In respect to the addition of greater facilities to those already in use, all of the replies mentioned chiefly purchases of equipment, but all emphasized the extreme doubtfulness of deliveries. It is apparent that the roads of the South are not behind, but rather in advance of those in other sections of the country in their efforts to secure the delivery of new cars and locomotives before the next crop movement sets in. A salient feature of these purchases is the large proportion of locomotives being ordered. One road, and that by no means the largest, expects to have sixty-five more locomotives this fall than last, of which twenty-five remain to be delivered, probably in August and September. Another will have about a mile of new second track in operation by next

(Continued on Second Page.)

EVIDENCES OF SOUTHERN THRIFT

Texas to Become the Home of Portland Cement—Large Output Already.

WATER-POWER DEVELOPMENT

[Special to The Times-Dispatch.]
BALTIMORE, April 27.—Indicative of the increasing appreciation of the advantages of a number of points in the South for the manufacture of Portland cement are three announcements in this week's issue of the Manufacturers' Record. One is that a big plant for the manufacture of the cement will be established about four miles north of El Paso, Texas, where 900 acres of land have been secured. Plans are being prepared and the plant which will soon be in course of construction will have a capacity of 1,400 barrels per day. It is expected that the plant will supply large quantities of its product to the government for construction work in connection with the building of the \$7,000,000 Eagle Pass dam. The enterprise has been projected by a \$1,100,000 company of Californians, Coloradans and Texans. Another company with a capital stock of \$3,000,000 has been incorporated by men of Michigan, Kansas and Indiana for the establishment of another plant in the same part of the country. Construction of the cement plant at South Pittsburg, Tenn., which will produce 2,500 barrels of cement daily is proceeding steadily. About 400 men are at work, which has advanced one-third; most of the foundations are in, much of the structural iron has been erected, and the machinery is arriving. This plant will be operated by a \$2,700,000 company.

Water-Power Development.

Utilizations of water-powers in the South are becoming more and more frequent, the latest announcement being that of the granting of a contract for a dam 30 feet high, 200 feet long and with 280 feet for the spillway, in Reedy River, S. C., developing a minimum horse-power of 1,600 and an ordinary horse-power of 3,000. In Kansas a plant at Gaston, Shoshone, on Broad River, is approaching completion, and it is expected to be in operation by August 1st. It will have a capacity of 5,750 primary horse-power and additional 4,000 secondary horse-power.

Lignite-Bearing Grounds.

Another source of power in the South is the lignite-bearing ground of Texas, extending from the Red River on the north to Laredo on the south, and embracing the entire northeastern part of the State, including fifty-four counties and an area of greater dimensions than that of a number of States in the Union. Lignite has always been considered the ugly duckling of the fuel family, because of its low value as a heat producer and its consequent comparative uselessness in the production of warmth or power. The demonstration, however, that from lignite fuel gas may be derived and delivered to the engine at a cost not exceeding one cent for a thousand cubic feet, opens up tremendous possibilities for industrial development, not only in Texas, but at other points where the lignite may be delivered.

CONSUMPTION OF THE FLEECY WEED

Southern Planters Need Not Be Afraid to Pitch Big Crop of Cotton.

NEW MILLS MAKE DEMAND
Encouraging Reports Come from Across the Atlantic—New Mills in England.

[Special to The Times-Dispatch.]
WASHINGTON, April 27.—According to information concerning the estimated increased consumption of cotton in 1907, furnished by Consul William Harrison Bradley, of Manchester, American cotton planters need not be apprehensive of much reduction in prices for 1907. Mr. Bradley says:

The latest figures as to the number of new mills built since 1905 and their capacity have just come to hand. They give 99 new mills, having a capacity of 8,865,968 spindles. These mills are nearly all working, or will be working this year, and add an item toward the question of the cotton market for the coming season. The crop of 1905 from all the world was about 17,782,440 bales, divided as follows: United States, 13,420,440; East Indies, 2,960,000; Egypt, 1,187,000; Brazil, 215,000, with other smaller lots. The consumption of the crop for 1905 was about 15,506,255 bales.

The manufacturing trade has grown during the last year. It is still difficult to get from the English mills deliveries of yarn. Twelve spindles consume a bale of cotton a year, on the average, in the United Kingdom. The new mills would, at this rate, add a consumption of, say, 730,000 bales, or an addition to the consumption of 1905 of 20 per cent. All countries producing cotton fabrics seem to have been prosperous, and for the past eighteen months British shipments of textile machinery to such countries have been increasing, besides what they may have built themselves. Under these circumstances it would not seem excessive to add 20 per cent to the general consumption of raw cotton, or, say, 3,101,250 bales, which, added to the great total of 1905 of 15,506,255 bales, would give 18,607,505 bales as the possible consumption for the year 1907.

The large crop of 1904-05 was 17,782,440 bales; supposing the present year's supply to be the same, we should have a deficit of \$25,048 bales. As yet no great amount of cotton is produced in any new centers. Egypt may give a slightly increased yield, but India and the West will show a diminished product. It looks, then, as if—should the present market for cotton yarn and piece goods hold, which seems probable—that American cotton planters need not fear a much reduced price for their staple.

BIG LUMBER DEAL.

Cogbill Company Consolidated with South Atlantic.

[Special to The Times-Dispatch.]
BOYDTON, Va., April 27.—B. E. Cogbill, manufacturer and shipper of lumber, doing business in this place, has consolidated his business with the South Atlantic Lumber Company, Inc., of Richmond, of which E. N. Newman is president. The proposed officers of the new company are: E. N. Newman, president; B. E. Cogbill, vice-president and general manager; C. L. Cook, treasurer; W. L. Clark, secretary; J. A. Taylor, assistant secretary, and E. G. Wood, superintendent. The capital stock is two hundred and fifty thousand dollars, all paid in. The authorized capital is four hundred thousand dollars. The principal office will be in the Commonwealth Bank Building, in Richmond. The plan is to break up B. E. Cogbill's office, in this place. Mr. Cogbill has done an extensive lumber business in this place for six or eight years. It takes an office force of some eight to ten bookkeepers, stenographers and correspondents to do the work, but they are all busy. He has had eighteen or twenty sawmills cutting lumber for some time. He has been assisted in this great work by Mr. W. L. Clark, who has had charge of the office, and is a young man of fine business capacity.

Window Company Fails.

CLEVELAND, O., April 27.—An involuntary petition in bankruptcy was filed for the Cleveland Window-Glass Company in the United States district court to-day. The liabilities are given as \$160,000.

WESTWARD GOES STAR OF PROGRESS

Wonderful Improvements on Broad From Sixth Street Westward

BOTH SIDES WIDE THOROUGHFARE

Manufacturing Enterprises in Fair West Naturally Create Demand for Big Retail Stores. All Kinds of Enterprises Going Up.

The growth of Richmond is so general it is hard to pick out one section that is advancing more rapidly than another. Buildings of all kinds, according to locality and the demands of each locality, are going up everywhere, and the contractors find their hands full, no matter in which locality they are operating.

Perhaps the most marked improvement in the past three years to be noticed on Broad Street, from, say, about Sixth Street westward, to the city limits and beyond.

From Sixth Street westward on Broad the enlargements and improvements of the past two years are wonderful. In that region buildings have gone up as if by magic, and the good work still goes on.

Many places that were once covered with aged and out-of-date buildings have been improved until one who knew Broad Street a few years ago would be a stranger in those parts now.

Completed Buildings.

Among the new buildings that have gone up and have now reached completion may be mentioned Charles Jurgen's Son's handsome furniture store, the Miller & Rhoads addition and numerous other enlarged and new buildings in that immediate section.

Going westward from, say, Fifth Street, the eye of the observer is met on every hand with scores of workmen tearing down old buildings on both sides of the wide thoroughfare, and putting in their places modern, up-to-date structures. It is probable that from Fifth Street westward to the city limits more work of improvement is going on than in any other part of the city.

In this region, among the houses that are in course of construction may be mentioned three splendid buildings being erected as an investment by Dr. Charles Labenberg; a garage establishment covering a half a block, by Jacobs and Levy; the Richmond and Chesapeake Railway depot, and a number of smaller houses, which are being built for business purposes by various and sundry people.

Bricks and Lumber Everywhere.
On every block there may be seen piles of lumber, bricks and other material, awaiting the magic touch of the contractors to be converted into business places that will make West Broad one of the busiest thoroughfares to be found in any Southern city.

The far west on Broad Street is being rapidly occupied by large manufacturing establishments, some of which have been completed, and others are being erected. Piles of lumber and bricks on every block show that big work is in progress.

Away out west, on Broad Street, the Stephens Battery Shoe Company have just completed their mammoth plant, that is an ornament to that part of the city. Near by, the Hermitage Printing and Bookbinding Company are increasing their room and almost doubling their capacity.

The Richmond, Fredericksburg and Potomac Railway are enlarging their terminal and trackage facilities and offering every inducement possible to manufacturers and others to locate on West Broad Street. S. H. Hawes & Co. have recently bought and are greatly improving a triangular lot of land on West Broad, on which they are building offices, elevators and coal bins to enable them to enlarge their coal and wood business to meet the westward march of improvement.

Still further beyond, in a westerly direction, the Richmond Foundry and Manufacturing Company are putting in immense improvements and the Richmond Iron Works are spending something like a million dollars in the enlargements of their already immense plant.

Far West Broad is rapidly becoming a manufacturing centre, and as a natural consequence, near-by West Broad and East Broad sections are becoming a retail quarter that calls for the pulling down of the shanties that now line both sides of the wide thoroughfare and the erection in their places of splendid business houses. This transformation is going on with a rapidity that is surprising to those who do not frequently visit the locality.

Spencer's New Sidewalks.

[Special to The Times-Dispatch.]
SPENCER, N. C., April 27.—Ground was broken in Spencer yesterday for a large amount of cement sidewalks to be built for the city by George A. Martin, of Salisbury, who has the contract for the work. About forty blocks will be placed at once, and the work will be extended, covering all principal streets in the town. The work is being done by the proceeds of a bond sale voted last year.

Salisbury's Fine Depot.

SALISBURY, N. C., April 27.—The Central Carolina Construction Company, of Greensboro, which has the contract for the erection of a \$100,000 passenger station for the Southern Railway Company at Salisbury, began the foundation work yesterday excavating for a considerable extent. Work on the structure will be pushed rapidly under the supervision of H. L. Hazen, of Statesville, and it is expected the building will be completed by the end of the year.